MBA 745: Doing Business Abroad
SYLLABUS
*Subject to Change*

COURSE NUMBER: MBA 745

COURSE TITLE: Doing Business Abroad (Budapest and Prague Spring 2017)

CREDITS: 3:3

FOR WHOM PLANNED:
Graduate students in Bryan School programs, and dual degree students in MS Nursing/MBA and MS Gerontology/MBA programs.

INSTRUCTOR INFORMATION:
Kwasi Amoako-Gyampah
Department of Information Systems and Supply Chain Management
438 Bryan Building
kwasi_amoako@uncg.edu
(336) 334-5738

CATALOG DESCRIPTION:
Practices and principles involved in conducting business in specific countries. Lectures and seminars by local academicians, and site visitation and lectures by foreign business leaders.

STUDENT LEARNING OUTCOMES (SLOs):
1. The student will be able to compare and contrast at least two business practices common in the Czech Republic and in Hungary with those found in the U.S.
2. The student will be able to explain the economic situation in the Euro zone.
3. The student will give two or more arguments on how countries such as the Czech Republic and Hungary could be competitive in international markets.

TEACHING METHODS AND ASSIGNMENTS FOR ACHIEVING LEARNING OUTCOMES:
MBA 745 is offered in the following format:

1. First, we will have one pre-departure seminar meeting explaining the basis of the course and the requirements. This is scheduled for Friday, January 20, 5:30-7:30 PM. Attending the pre-departure seminar is compulsory. Please fill in the course commitment form and hand in a hard copy to the instructor when you arrive at the seminar.

2. Then we will travel to Budapest (Hungary) and Prague (Czech Republic) and stay there for a week. You will have to arrive in Budapest on Sunday, March 12, 2017 and depart Prague on Saturday, March 18, 2017. Plant visits and lectures in Budapest, Bratislava (Slovakia) and Prague have been arranged for the week. In addition, sight-seeing and cultural enrichment side trips will be offered. You are to keep a daily journal of your experiences and submit your daily journal notes by 11:59 p.m., Friday, April 7, 2017 online through Canvas.

3. You will complete and submit a comprehensive final paper on any topic related to doing business in Hungary or the Czech Republic. The report is due on Friday, April 21, 2017 at 11:59 PM online through Canvas.
EVALUATION AND GRADING:
The course grade is based on journal reports and a final paper. The weightages are as follows:

<table>
<thead>
<tr>
<th>Points</th>
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<tbody>
<tr>
<td>Daily Journal (Due Friday, April 7, 2017):</td>
<td>30%</td>
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<tr>
<td>Individual Final Paper (Due Friday, April 21, 2017):</td>
<td>70%</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>100%</strong></td>
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GRADING SCALE
The following grading scale will be used in this course:

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Grade</th>
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<tbody>
<tr>
<td>94 – 100</td>
<td>A</td>
</tr>
<tr>
<td>90 – 93.99</td>
<td>A-</td>
</tr>
<tr>
<td>86 – 89.99</td>
<td>B+</td>
</tr>
<tr>
<td>82 – 85.99</td>
<td>B</td>
</tr>
<tr>
<td>78 – 81.99</td>
<td>B-</td>
</tr>
<tr>
<td>70 – 77.99</td>
<td>C</td>
</tr>
<tr>
<td>&lt; 70</td>
<td>F</td>
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READINGS
Recommended readings:

Hungary-Culture Smart!: The Essential Guide to Customs & Culture. Available at Amazon.com

Czech Republic- Culture Smart!: The Essential Guide to Customs & Culture. Available at Amazon.com

EVALUATION ITEMS

Daily Journal
Please submit a typed copy of your notes from all the daily activities and business meetings (lectures, trips, etc.) that you attended. Your notes should focus on describing what you learned from the daily activities and meetings. Your notes should not be more than one (1) page per day from Monday, March 13 to Friday, March 17, 2017.

Submit your daily journal notes by Friday, April 7, 2017 at 11:59 PM online through Canvas. Late submissions will not be accepted and will be awarded a zero score.

Required formatting: Times New Roman, 12-point font, 1.5 spacing, 1” margins all around.

Individual Final Paper
You are required to write a comprehensive paper on any topic related to doing business in the Czech Republic or Hungary. Your topic must be pre-approved by the instructor. Please e-mail the instructor latest April 1st at
Kwasi_amoako@uncg.edu with your topic and a brief explanation of why you want to examine it. Your paper should be 3,000-3,500 words in length (excluding any appendices). The references should follow the APA format (http://uncg.libguides.com/citation --> APA style), and a minimum of ten references should be included in the references. Please note that you cannot include any publication in the reference list that you have not cited in the text, and you cannot cite any publication in the text that you do not include in the reference list.

The deadline of paper submission is **Friday, April 21, 2017 at 11.59 PM.** Please submit your paper to the instructor through Canvas. Late submissions will not be accepted and will be awarded a zero score.

Required formatting: Times New Roman, 12-point font, 1.5 spacing, 1” margins

The grading criteria for the final paper are:

- Suitability of the topic; paper structure; clarity: 10%
- Extent of research conducted and quality of reference: 20%
- Content and quality of the analysis: 60%
- Quality of writing: 10%

**ACADEMIC INTEGRITY POLICY:** Each student is required to sign the Academic Integrity Policy on all major work submitted for the course. The Academic Integrity Policy can be found at: [http://sa.uncg.edu/handbook/academic-integrity-policy/](http://sa.uncg.edu/handbook/academic-integrity-policy/).

**FACULTY AND STUDENT GUIDELINES:** The faculty and students in the course are expected to adhere to the faculty student guidelines stated at the following web page: [http://www.uncg.edu/BAE/faculty_student_guidelines.pdf](http://www.uncg.edu/BAE/faculty_student_guidelines.pdf)

**THE INSTRUCTOR RESERVES THE RIGHT TO MAKE CHANGES TO THIS SYLLABUS AS NEEDED. ALL CHANGES WILL BE ANNOUNCED ON CANVAS.**

**IMPORTANT DATES**

<table>
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<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>January 20th 2017, 5:30-7:30 PM</td>
<td>Pre-Departure Seminar; Course Commitment Form Due</td>
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<tr>
<td>March 12th</td>
<td>Arrive at Budapest, Hungary</td>
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<tr>
<td>March 13th-14th</td>
<td>Lectures/Discussions/site visits</td>
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<tr>
<td>March 15th</td>
<td>Bratislava, Slovakia; tour of Volkswagen facility/lecture discussions</td>
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<tr>
<td>March 16 &amp; 17th</td>
<td>Prague, Czech Republic, lectures/discussions/site visits</td>
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<tr>
<td>March 18th</td>
<td>Depart Prague, Czech Republic</td>
</tr>
<tr>
<td>April 7, 11:59 PM</td>
<td>Daily Journal due</td>
</tr>
<tr>
<td>April 21, 11:59 PM</td>
<td>Individual Final Paper due</td>
</tr>
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MBA 745
Course Commitment Form

Complete and submit a hard copy at the pre-departure seminar on Friday, January 22nd. Electronic submissions not accepted.

Your full name:

Your hometown:

Reasons for taking this class:

Your previous work experience:

Your previous international experience (e.g. travel, education, work) or international background (e.g. family background):

Which other languages can you speak and/or understand apart from English?

Name two Hungarian companies:

Name three Czech Republic companies

Name two cities in Hungary (other than Budapest):

Name three cities in the Czech Republic (other than Prague)

What is the official language of Hungary?

What is the official language of the Czech Republic?

Please include here any other information you would like for me to know about you or any concerns that you may have:

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By completing and returning this form, I indicate that: I have read the syllabus. I understand that this class requires foreign travel and a significant amount of course work. I have scheduled sufficient time to complete the course elements and will complete all course elements on time. I understand that all deadlines indicated in the syllabus are not negotiable and I am responsible for meeting all deadlines without further notification from the instructor. If I have any questions or concerns I can contact Dr. Amoako-Gyampah as indicated elsewhere in the syllabus.

Name  (type your name here)  Date
Instructor Bio

Kwasi Amoako-Gyampah is a Professor in the Department of Information Systems and Supply Chain Management, Bryan School of Business & Economics, at the University of North Carolina at Greensboro, USA. He served as head of the Department of Information Systems & Supply Chain Management for nine years. He obtained his doctorate from the University of Cincinnati and has an MBA from Virginia Tech, an MS (Engineering) from the Missouri University of Science & Technology, Rolla, and a B.Sc (Hons) from the Kwame Nkrumah University of Science & Technology, Kumasi, Ghana. Prior to pursuing graduate studies, he worked as a quality control engineer at Kaiser Aluminum & Chemical Company (VALCO) in Ghana. He has done consulting projects for Baxter Healthcare (Chicago, USA), Guilford Mills (Greensboro, NC, USA), RF Micro Devices (Greensboro, NC, USA), and the US Department of Navy (USA). He has received grants to support his work from the US Department of Labor (WIRED program), The Carnegie African Diaspora Foundation, and the North Carolina Department of Transportation. He regularly teaches graduate level classes in Supply Chain Management, Project Management, Operations Management, Quantitative Methods, and Managing Technology & Innovation. He also has been a visiting professor at the University of Applied Sciences at Ludwigshafen, Germany for the past 16 years; at the Ghana Institute of Management and Public Administration (GIMPA) for the past 5 years, and the Kwame Nkrumah University of Science & Technology, Ghana (3 years). His research has published in leading journals such as European Journal of Operational Research, Journal of Operations Management, International Journal of Production Research, International Journal of Operations & Production Management, International Journal of Production Economics, Information Systems Frontiers, and others. He can be reached at kwasi_amoako@uncg.edu